CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Midwest Communications & Media. 49 South Grant Avenue Columbus, OH 43215

	Contract / Re	vision		Alt Order #	<u> </u>
	1795155	1		08761796	
Product					
TRIP PITTMAN FOR SEN					
Contract Dates	Estimate #				
08/09/17 - 08/14/17					
Advertiser			Ori	ginal Date	/ Revision
POL/Pittman, Trip/R/Sena	ate/AL		0	8/08/17	/ 08/09/17
	Billing Cycle	Billing	Cal	endar	Cash/Trade
	EOM/EOC	Account Executive Ryan Eddins			Trade
	Property			<u>xecutive</u>	Sales Office
	WSFA			HRP-Washingto	
	Special Hand				
	Demographic				······································
	Adults 35+				
	Agy Code	Adverti	ser	<u>Code</u>	Product 1/2
	Agency Ref			Advertiser	Ref

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate Rtn	Type Spots	Amount
N 1 WSFA 08/09/17 08/11/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17wTF 3	5-530a <u>Rate</u> \$85.00	:30	NM 3	\$255.00
N 2 WSFA 08/14/17 08/14/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	5-530a <u>Rate</u> \$85.00	:30	NM 1	\$85.00
N 3 WSFA 08/09/17 08/11/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17wTF 3	6a-7a <u>Rate</u> \$175.00	:30	NM 3	\$525.00
N 4 WSFA 08/14/17 08/14/17 Today In Alabama Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	6a-7a <u>Rate</u> \$175.00	:30	NM 1	\$175.00
N 5 WSFA 08/09/17 08/11/17 NBC Today Show Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 WTF 3	7-9am <u>Rate</u> \$115.00	:30	NM 3	\$345.00
N 6 WSFA 08/14/17 08/14/17 NBC Today Show Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	7-9am <u>Rate</u> \$115.00	:30	NM 1	\$115.00
N 7 WSFA 08/09/17 08/11/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 WTF 3	12-1230pm <u>Rate</u> \$100.00	:30	NM 3	\$300.00
N 8 WSFA 08/14/17 08/14/17 WSFA 12 News at Noon	12-1230pm <u>Rate</u> \$100.00	:30	N M 1	\$100.00
N 9 WSFA 08/09/17 08/11/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17WTF 3	3-330p <u>Rate</u> \$60.00	:30	NM 3	\$180.00
N 10 WSFA 08/14/17 08/14/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	3-330p <u>Rate</u> \$60.00	:30	NM 1	\$60.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.



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Contract Dates Product Estimate #
08/09/17 - 08/14/17 TRIP PITTMAN FOR SE

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn Type	Spots	Amount
N 11 WSFA 08/09/17 08/11/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM		\$180.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				V.00.00
Week: 08/07/17 08/13/17WTF 3	\$60.00			1	
N 12 WSFA 08/14/17 08/14/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM	1	\$60.00
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	<u>Rate</u> \$60.00				
N 13 WSFA 08/09/17 08/11/17 WSFA 12 News at Five	5-530pm	:30	NM	3	\$555.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 wtF 3	<u>Rate</u> \$185.00				
N 14 WSFA 08/14/17 08/14/17 WSFA 12 News at Five		.20	h19.6		2405.50
Start Date End Date Weekdays Spots/Week	5-530pm Rate	:30	NM	1	\$185.00
Week: 08/14/17 08/20/17 1 1	\$185.00				
N 15 WSFA 08/09/17 08/11/17 WSFA 12 News at Six - MF	6-630pm	:30	NM	3	\$1,050.00
Start Date End Date Weekdays Spots/Week	Rate				.,,
Week: 08/07/17 08/13/17WTF 3	\$350.00		····		
N 16 WSFA 08/14/17 08/14/17 WSFA 12 News at Six - MF	•	:30	NM	1	\$350.00
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	<u>Rate</u> \$350.00				
N 17 WSFA 08/09/17 08/11/17 ENTERTAINMENT TONIGH		:30	LINE	,	2015.00
Start Date End Date Weekdays Spots/Week	Rate	.30	NM	3	\$645.00
Week: 08/07/17 08/13/17WTF 3	\$215.00				
N 18 WSFA 08/14/17 08/14/17 ENTERTAINMENT TONIGH	17630-7p	:30	NM	1	\$215.00
Start Date End Date Weekdays Spots/Week	Rate				V=70.00
Week: 08/14/17 08/20/17 1 1	\$215.00				
N 19 WSFA 08/09/17 08/11/17 WSFA 12 News at Ten - MF	•	:30	NM	3	\$825.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17wTF 3	<u>Rate</u> \$275.00				
N 20 WSFA 08/14/17 08/14/17 WSFA 12 News at Ten - MF		.20	A.1A.2		
Start Date End Date Weekdays Spots/Week	Rate	:30	MM	1	\$275.00
Week: 08/14/17 08/20/17 1 1	\$275.00				
N 21 WSFA 08/09/17 08/11/17 Tonight Show	1035-1137pm	:30	NM	3	\$345.00
Start Date End Date Weekdays Spots/Week	Rate				•
Week: 08/07/17 08/13/17WTF 3	\$115.00				
N 22 WSFA 08/14/17 08/14/17 Tonight Show	1035-1137pm	:30	NM	1	\$115.00
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	<u>Rate</u> \$115.00				
N 23 WSFA 08/12/17 08/12/17 NBC Saturday Today Show		:30	NIA 4	,	600.00
Start Date End Date Weekdays Spots/Week	Rate	.30	NM	2	\$90.00
Week: 08/07/17 08/13/172- 2	\$45.00				
N 24 WSFA 08/12/17 08/12/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30	NM	0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate			_	
Week: 08/07/17 08/13/171- 1 Spot Ch Date Range Description	\$80.00	Manual days to a th	D-4		
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 WSFA 12 News at Six-Sat	Start/End Time Sa 6-7pm	Weekdays Length	<u>Rate Type</u> \$80.00 NM		
Credited WS/A 12 News at Six-Sat	Sa G-7pm	.50 ·	\$ 80.00 NM		
N 25 WSFA 08/12/17 08/12/17 WSFA 12 News at Ten - Sat	10-1030pm	:30	NM	1	\$175.00
Start Date End Date Weekdays Spots/Week	Rate	.00	14101	ı	ψ173.00
Week: 08/07/17 08/13/171- 1	\$175.00				

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Contract / Re	vision	Alt Order #
1795155	1	08761796

Contract Dates Product Estimate #
08/09/17 - 08/14/17 TRIP PITTMAN FOR SE

Advertiser Original Date / Revision
POL/Pittman, Trip/R/Sena 08/08/17 / 08/09/17

*Line Ch Start	Date End Da	ate Descripti	on	Start/End Time	Days	Spots/ Length Week	Rate Rtn Type	Spots	Amount
Start Date	End Date	<u>Weekdays</u>	Spots/Week	<u>Rate</u>					
N 26 WSFA 08/13 Start Date Week: 08/07/17	/17 08/13/1 <u>End Date</u> 08/13/17	7 NET NBC <u>Weekdays</u> 1	Sunday Today SI Spots/Week 1	hc7-8a <u>Rate</u> \$45.00		:30	NM	1	\$45.00
N 27 WSFA 08/13 <u>Start Date</u> Week: 08/07/17	/17 08/13/1 <u>End Date</u> 08/13/17	7 WSFA 12 <u>Weekdays</u> 1	News at Ten - Su <u>Spots/Week</u> 1	in 10-1030pm <u>Rate</u> \$300.00		:30	NM	1	\$300.00
N 28 WSFA 08/12 <u>Start Date</u> Week: 08/07/17	/17 08/12/1 End Date 08/13/17	7 WSFA 12 <u>Weekdays</u> 1-	News at Six-Sat Spots/Week 1	Sa 6-7pm <u>Rate</u> \$80.00		:30	NM	1	\$80.00
					Totals	0.00		50	\$7,630.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
07/31/17 -08/14/17	50	\$7,630.00	(\$1,144.50)	\$6,485.50
Totals	50	\$7,630.00	(\$1,144.50)	\$6,485.50

Signature: Date:	
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FAX# 703-516-9680 FROM REP RISK !!! CREDIT HARRIS CREDIT ADVISORY: AGENCY ORDER WORKSHEET HEADLINE# 8761796 TRF# 1795155 MOD# 0: UNAPPROVED REV #1 \$\$\$

REP SSS

*** WSFA-TV ***

REPORT

SALESMAN REGIONAL (H) RYAN EDDINS ROBERT CLEGG LOCAL OFF.# SALES PRSN WA-CLASS: NATL. BUYER NAME REP.# INVOICE) ORDER, MEDIA (LINE, ų POLI/T PITTMAN/R/SEN/AL MIDWEST COMMUNICATIONS COMMENTS: CONTRACT # 8761796 LANE 43065 2015 ROUNDWYCK HO WK-1 POWELLL, FOR SEN EST# AUG14/17 NAME NAME STATE AGY. ADV. FLIGHT DATES AUG9/17 TRIP PITTMAN CITY TAX # ORDER # # PRDCT ADV AGY

. 24 13

DATE AUG8/17

BILLING NEEDED

CO-OP

TAX

OK'D M1 TTL SAME PLS CFM THANKS RYAN REV REP:

STA:

CASH IN ADVANCE SCHEDULE **** **** THIS IS A Σ S S S

TRIP PITTMAN FOR US SENATE

TOTE:	0		Ħ		.:
DAYS :			•		(AUG8/17) PLS ADVISE
	SAT		SAT		Д
WEEK :					\$80.00 \$80.00 DENICE
SPTS: /WK:	0				30S \$ 30S \$ THANKS,
END	[2		2	DENICE	3 3 3 4 4 7 4 4 2 4 4 5 4 4 5 4 4 5 4 4 5 4 6 4 6 4 6 4 6
	8/12		8/12		CONFIRM.
START DATE	2		0	THANKS,	
ა <u>ი</u>	8/12		8/12	×	AUG12 AUG12 PLEASE
ŀì			•	CONFIRM. 1 SPOT/WK	A 6-7E.
RATE	\$80.00		\$80.00	LEASE CO 4 FOR 1	AIRS 6.
	8 8		. \$8	Д (7 1	Ø
SEC:				6-7P. P LINE-2	ISSED: SAT/600P-630P OFFER: SAT/600P-700P CMT: OUR SAT 6P NEI
: LGTH :	30		30	AIRS 12 ON	/600P /600P SAT
1			•	NEWS .	SED: SAT FER: SAT CMT: OUR
PERIOD	٥.	NEWS NEWS	٥.	SAT 6P NEWS OUR SAT 6P NEWS AIRS 6-7P. MAKE-GOOD FOR AUG12 ON LINE OFFERS:	MISSED:SAT/600P-630P OFFER:SAT/600P-700P CMT:OUR SAT 6P NEI
TIME PE	600P-630P	T 6P	600P-700P	SAT 6P OUR SAI AKE-GOC FFERS:	
	600P	SAT SAT	600P	S SA SA MAK	BUY#24
: CD:	Ø	PROGRAM :	4	PROGRAM: ORD COM1: THIS IS A	Щ
: REP	24	PROC	8	PROC ORD THIS	OK'D
: LINE#: REP				PROGRAM: SAT 6. ORD COM1: OUR S. THIS IS A MAKE-G	Π.
. L.				STAC	M

CREDIT | HARRIS | ARFOLT ADVISORY: AGENCY ORDER WORKSHEET HEADLINE# 8761796 TRF# 1795155 MOD# 0: UNAPPROVED REV #1 \$\$\$

RE SSS

AUG8/17 13.24 *** WSFA-TV *** FAX# 703-516-9680 r risk !!! s report from rep **Changes**

	: TOTT.	SPTS:	
	DAYS		
	WEEK .	INVT :	
	END : SPTS:	: /WK: INVT	
	END	DATE	
	START	DATE	
	••		
	RATE		
	SEC .	•••	
	LGTH :	••	
	TIME PERIOD :	•	C
(0.059
	17 Z L L L L L L L L L L L L L L L L L L		UG/17 S7.

\$7,630.00 CONTRACT TOTAL TOTAL AUG ij

WIYC 08 WBMM 08 CABL 0% WCOV 15% WAKA 15% EAKA 0% WNCF 25% ESFA 0% WSFA 45% MARKET TOTALS \$16,955

SSTIMATED SHARES

SVC- NSI DEMOS- RA35+*

L-LENGTH M-MAKEGOOD N-PROGRAM NAME DE-DELETE E-EFF DATES C-CANCELLED R-RATE P-CLASS, PLAN, SECT Q-PAID PGM B-BUY TYPE 4OD CODE A-ADD

*-MULTIPLE Z-COMMENTS Y-DAYS X-LATE T-TIME S-SPOTS PER WEEK

TRF# 1795155 #2 \$\$\$ REP HEADLINE# 8761796 \$\$\$ MOD# 0: APPROVED REV

RISK !!! REPORT FROM STATION CREDIT HARRIS KEF: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET

AUG8/17 14.05 *** WSFA-TV ***

703-516-9680

FAX#

14.05 SALESMAN REGIONAL DATE AUG8/17 (H)RYAN EDDINS CLEGG LOCAL OFF.# ROBERT PRSN WA-CLASS: NATL. BUYER NAME SALES REP.# INVOICE) BILLING NEEDED ORDER, MEDIA (LINE, ø PITTMAN/R/SEN/AL MIDWEST COMMUNICATIONS CO-OP COMMENTS: # 8761796 ROUNDWYCK LANE 43065 HO CONTRACT WK-1 POWELLL, POLI/T FOR SEN EST# 2015 AUG14/17 TAX ADV. NAME AGY. NAME STATE FLIGHT DATES AUG9/17 PITIMAN TRIP TAX # # # ORDER PRDCT CITY AGK ADV

UPDATED SHARES PLS CFM THANKS TAYLOR FOR RYAN REP:

STA:

CASH IN ADVANCE SCHEDULE **** 4 SI SIHL **** Ŋ COC

CONTRACT SCHEDULED FOR GENERATION TRIP PITTMAN FOR US SENATE CHANGES OF THIS ORDER HAVE BEEN APPROVED. NOTICE:

\$7,630.00 50 TRACT TOTAL TOTAL SPOTS CONTRACT